



August 20, 2025

City of Ocala / Ocala Fire Rescue

ITB# OFR/220630 – Fire Uniforms

Price Increase Request


Read's Uniforms entered into a three-year agreement for uniform and decoration services for Ocala Fire Rescue on or about September 25, 2022.

During the last three years, we have received multiple price increases from all the manufacturers that we purchase from to supply Ocala Fire Rescue's employees with garments and accessories. In addition, with inflation and other factors, like all companies, our internal expenses have increased including labor, shipping, decoration items (thread, screen printing ink, etc.) and other related costs like fuel, benefits, electricity, etc. over the last three years.

Below are the primary manufacturer's products that were on the original bid contract with our justification for a specific price increase by vendor.

Below is just the most recent increase that we received from 5.11 effective 7.8.25. We have three other price increases from 5.11 since September 2022. We are providing an example of three of the most used products for Ocala FR:

5.11

5.11  JULY 8 PRICE CHANGES									
<i>The products on this list have price changes effective 7/8/2025</i>									
CATEGORY		ITEM NAME		ITEM ID	OVERSIZE	CURRENT WHSL PRICE	CURRENT MAP PRICE	NEW WHSL	NEW MAP
MENS APPAREL		JOB SHIRT 1/4 ZIP 2.0		72534	NO	\$	70.00	\$	75.00
MENS APPAREL		JOB SHIRT 1/4 ZIP 2.0		72534ABR	NO	\$	70.00	\$	75.00

Job Shirt – 6.6% price increase

MENS APPAREL	APEX PANT	74434	NO	\$		\$	90.00	\$	100.00
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Apex Pants (male and female) – 10% price increase

MENS APPAREL	APEX SHORT	73334	NO	\$		\$	76.00	\$	90.00
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Shorts – 15.5% price increased

The above three examples demonstrate the actual price increase that we have taken just in July Of 2025, not including other price increases over the last three years.

We have also attached the latest letter from 5.11 communicating about their most recent price increases.

We are requesting an 8% price increase for all 5.11 items. To offset this, 5.11 is no longer charging their dealer's upsize charges for larger or tall sizes – so we will pass this through to Ocala FR – no upsize charges.

First Tactical / Workwear Outfitters

Attached are the latest letters (or email string) from First Tactical and Workwear Outfitters (owners of Horace Small and Red Kap) communicating their most recent price increases – including a increase in January and June from Workwear Outfitters just in 2025. Both vendors have given us at least one additional price increase in 2023 or 2024.

We are requesting a 6% price increase on all items from these vendors.

Sanmar

Attached is the latest email string from Sanmar communicating their most recent price increase. They have also had one other price increase since September 2022. Because these garments are all screen printed, and our screen-printing costs have also increased over the last three years, we are requesting a 10% increase on all Sanmar garments to cover the garments and the screen-printing increases.

All other Vendors

We are requesting a CPI increase of 3% on all other vendors.

If you take into consideration that we've had locked in pricing for the last 36 months and with these price increase request for the next 12 months, your effective cost increase per year is:

- 5.11 – 2% per year
- First Tactical / Workwear Outfitters – 1.5% per year
- Sanmar – 2.5% per year
- All others - .75% per year

We appreciate and enjoy the partnership we have developed with the administration and firefighters with Ocala Fire Rescue over the last three years.

Please let us know if you would like to discuss this further or if you have any questions.

A handwritten signature in black ink, appearing to read 'dmg' or similar, written in a cursive style.

David George
VP of Sales

cc: Jonathan Miller, Account Manager